

Message Text

CONFIDENTIAL

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73-60

ACTION EUR-12

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R 181603Z JUL 75

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 6167

C O N F I D E N T I A L WARSAW 4617

E.O. 11652: GDS

TAGS: OVIP (FORD, GERALD)

SUBJECT: PRESIDENTIAL VISIT: BACKGROUND ON RCA COLOR PICTURE
TUBE PROJECT

1. RCA PROPOSAL. FOR NEARLY TWO YEARS, RCA HAS BEEN DISCUSSING WITH THE POLES THE SALE OF A PLANT TO MANUFACTURE COLOR-TELEVISION TUBES. THE PROPOSAL WAS RECENTLY REVIEWED DURING THE JUNE VISIT OF THE MINISTER OF THE MACHINE INDUSTRY, TADEUSZ WRZASZCZYK, TO THE US. THE VALUE OF THE PROJECT, WHICH INCLUDES A GLASS MILL TO BE SUPPLIED BY CORNING GLASS, IS ESTIMATED AT \$100 MILLION. THE COMPLEX WOULD PRODUCE 300,000 TO 500,000 COLOR PICTURE TUBES ANNUALLY, ALL OF WHICH ARE SAID BY THE POLES TO BE INTENDED FOR THEIR DOMESTIC MARKET. THE SOVIET UNION IS CURRENTLY POLAND'S SOLE SUPPLIER OF THESE TUBES.

2. STATUS OF THE PROJECT. MINISTER WRZASZCZYK HAS TOLD US THAT THE PROJECT HAS THE GENERAL APPROVAL OF FIRST SECRETARY GIEREK AND THAT THE MINISTRY BELIEVES THE RCA PROPOSAL IS SUPERIOR, PARTICULARLY ON FINANCIAL GROUNDS, TO THE OFFERS OF TWO JAPANESE COMPETITORS. POLAND IS NOW DISCUSSING SALES OF PRODUCTION FROM THE GLASS MILL WITH EAST GERMANY AND CZECHOSLOVAKIA, BECAUSE THE MINIMUM ECONOMICALLY FEASIBLE PRODUCTION RUN OF THIS PLANT IS CONSIDERABLY IN EXCESS OF THE AMOUNT OF GLASS REQUIRED FOR COLOR TV TUBE PRODUCTION. WHEN A MARKET IS FOUND FOR THIS GLASS, WE BELIEVE THERE

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IS A GOOD CHANCE THE CONTRACT WILL BE SIGNED WITH RCA.

DAVIES

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NNN

Message Attributes

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Margaret P. Grafeld
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